

# Maryland Global Express

## The Newsletter of the Baltimore US Export Assistance Center

[US Department of Commerce](#)

[US & FCS- Baltimore USEAC](#)

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### "Your Gateway to the World"



## JANUARY 2004 NEWSLETTER

### NEW Shippers' Export Declaration (SED) Form Required Starting January 18, 2004

In a Federal Register notice dated July 17, 2003, the U.S. Census Bureau announced amendments to the Foreign Trade Statistics Regulations (FTSR). In addition to requiring mandatory filing for items on the Commodity Control List (CCL) and the U.S. Munitions List (USML), the final rule adds to the paper Shipper's Export Declaration (SED) the requirement to enter the freight forwarder's Employer Identification Number (EIN) when required. This rule applies to filers who are not required to file through AES and who choose to file a paper SED rather than filing voluntarily through AES. The implementation date of this rule was October 18, 2003. As a result of changes to the FTSR, on October 18, 2003, U.S. Customs and Border Protection (CBP) now requires the export community to use a new SED form. The new SED (Form 7525-V, dated 7-18-2003) is now available to the trade at [www.census.gov/foreign-trade/regulations/forms](http://www.census.gov/foreign-trade/regulations/forms). See related links section for a direct connection to the Census Bureau site. To facilitate the transition to a new U.S. Census Bureau form, all U. S Customs and Border Protection (CBP) ports will accept both old and new versions of the SED through January 17, 2004. Starting on January 18, 2004, only the new Form 7525-V Shippers Export Declaration will be accepted by CBP. Any previous versions of the SED tendered on or after January 18, 2004, will be rejected and the exporter will be advised of their failure to submit an SED.

### U.S. COMPANIES WIRING MONEY TO IRAQ

Citibank in Amman offers a service that delivers cash to the doorstep of the beneficiary in Iraq (ph. 962 6 567 5100). Some U.S. Army personnel and foreign dignitaries use the Export & Finance Bank in Amman, Jordan, which provides money transfer services in cooperation with Baghdad Bank (ph. 962 6 569 4250). On October 5, Visa International entered into an agreement with Rafidain Bank that will allow the bank to make electronic fund transfers among its branches throughout the country. *This and a great deal of useful information is on our Iraq website: [www.export.gov/iraq](http://www.export.gov/iraq)*

### The Central American Free Trade Agreement (CAFTA) is coming!

#### Central America Facts--Did You Know?

The U.S. is currently negotiating a Central American Free Trade Agreement with Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. The CAFTA negotiations will be finished this year. A Congressional vote is expected around May-June 2004. In 2002, U.S. exports to the CAFTA countries totaled \$9.8 billion making Central America the third largest market in Latin America for U.S. goods and services behind only Mexico and Brazil. During the first 6 months of 2003 U.S. exports to the region were up a whopping 17.2% over the same period in 2002. U.S. Exports to the region are diverse and have steadily increased in market share and dollar value over the past 10 years. U.S. firms now enjoy close to a 50% market share in Central America. The Central American market is steady and reliable. Remittances from family in the U.S. and the close proximity of Central America to the U.S. (2-2.5 hours from either Miami or Houston) guarantee continued market strength. CAFTA will enable the legal protections, market harmonization and access companies demand. In order to take advantage of these exciting market opportunities, The U.S. Department of Commerce has established Commercial Service (CS) operations in Central America with a new Regional Commercial Office in San Salvador, El Salvador. A Regional Senior Commercial Officer was inaugurated November 17, 2003. Our services and programs are being packaged to offer our clients a regional *option* in their approach to the market. CS Offices in Costa Rica, Guatemala and Honduras will be responsible for their local markets but will coordinate with the office in El Salvador on regional issues. For the more information, contact Frances Pirchio, Export Assistance Specialist, Department of Commerce at 410-962-4539 or email:

[Frances.Pirchio@mail.doc.gov](mailto:Frances.Pirchio@mail.doc.gov)

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### International Events

#### **TURKEY, CASPIAN & BLACK SEA INTERNATIONAL OIL & GAS CONFERENCE, ISTANBUL, TURKEY February 26-27, 2004**

The premier meeting of key regional and international oil and gas executives, and government officials for Turkey, the Caspian and Black Sea Region, and Central Asia with over 300 delegates attending from 25 countries. The event is held with the support of Energy Charter Secretariat, EBRD, Asian Development Bank, World Bank Group, OPIC, and BSEC-BC. For details see [www.BEMLTD.com](http://www.BEMLTD.com) or contact Frances Pirchio, Export Assistance Specialist, Department Of Commerce at 410-962-4539 or email:

[Frances.Pirchio@mail.doc.gov](mailto:Frances.Pirchio@mail.doc.gov)

#### **CAFTA Marketplace, U.S. Catalog Exhibition March 22-April 22, 2004**

The U.S.- Central America Free Trade Agreement (CAFTA) will help you take advantage of rising demand for U.S. products in Central America. The U.S. Department of Commerce will showcase American product catalogs in a wide range of industries at *CAFTA Marketplace*, an official U.S. Catalog Exhibition, March 22-April 22, 2004, in dynamic Central American markets. For \$450 you'll gain valuable exposure and make contacts in promising markets for U.S. products, services, and technology without leaving your office. You will get a high-profile exposure in six commercial hubs: Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica and Panama. For information please contact Frances Pirchio, Export Assistance Specialist, Department of Commerce at 410-962-4539 or email [Frances.Pirchio@mail.doc.gov](mailto:Frances.Pirchio@mail.doc.gov)

#### **Rebuild Iraq January 19-23, 2004**

Display catalogs at rebuild Iraq Show - The U. S. Department of Commerce/Commercial Service in Kuwait is sponsoring a U.S. products catalog show at "Rebuild Iraq." The participation fee is \$300. Log on to [www.rebuild-iraq-expo.com](http://www.rebuild-iraq-expo.com) for details on the January 19-23, 2004 event at the Kuwait International Fairgrounds. For information please contact Frances Pirchio at 410-962-4539 or email: [Frances.Pirchio@mail.doc.gov](mailto:Frances.Pirchio@mail.doc.gov)

### Local Events

#### **GOST-R SEMINAR Washington, DC, Friday, January 23, 2004**

Sponsored by the Trade Representation of the Russian Federation in the US and ROSTEST, a licensed agency of Gosstandart, together with the participation of the Business Information Service of the Newly Independent State (BISNIS) of the U.S. Department of Commerce, the event will provide

first-hand information to make the exporting of American products to **Russia** more efficient, less expensive and enhance process transparency. Top experts from the Russian State Committee for Standardization and Metrology (Gosstandart) will participate to advise American exporters on current Russian regulations, explain the differences between mandatory certification and voluntary declaration of compliance processes, and outline the most efficient procedures for exporting your specific products or services to Russia. To register, visit [www.rosstandart.com/seminar.htm](http://www.rosstandart.com/seminar.htm) or contact Gregory Temkin at Tel: 212- 575-3431 or [gt@rosintorg.com](mailto:gt@rosintorg.com).

#### **Environmental Market Matchmaking Event February 26-27, 2004, Washington, DC**

Opportunity for U.S. Businesses: The U.S. Agency for International Development (USAID) and U.S. Department of Commerce are holding a Networking Reception and Environmental Project Opportunities Seminar. Technical Representatives from Bulgaria, Croatia, Czech Republic, Hungary, Kazakhstan, Poland and Romania will provide overviews of each country's environmental market and discuss selected sector, local and state business opportunities for U.S. firms. For more information contact Frances Pirchio, Export Assistance Specialist, Department of Commerce at 410-962-4539 or by email: [Frances.Pirchio@mail.doc.gov](mailto:Frances.Pirchio@mail.doc.gov)

### Featured Services

**The Advocacy Center** - As part of the U.S. Department of Commerce, Trade Development Division of the International Trade Administration, the Advocacy Center acts as a unique central coordinating point marshalling the resources of 19 U.S. government agencies in the Trade Promotion Coordinating Committee to ensure that sales of U.S. products and services have the best possible chance abroad. Exporting today means more than just selling a good or a product at a competitive price. It also means dealing with foreign governments and complex regulations. That's where we step in. The Advocacy Center puts the resources and authority of the U.S. Government behind your team to help resolve problems like: Contracts pursued by foreign firms that receive assistance from the home governments to pressure a customer into buying decisions; Unfair treatment by foreign government decision-makers, preventing you from a chance to compete; politicizing procurement processes linking contracts to concessionary, financing, promises of technology transfer, or flow of aid; and Tenders tied up in bureaucratic red tape, resulting in lost opportunities and unfair advantage to a competitor. For more information please log on to there Website <http://www.ita.doc.gov/td/advocacy/> or call Frances Pirchio, Export Assistance Specialist, Department of Commerce at 410-962-4539 or email: [Frances.Pirchio@mail.doc.gov](mailto:Frances.Pirchio@mail.doc.gov)

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### Transparency International

Maryland companies interested in learning more about corruption and international transaction should check out Transparency International's website: [www.transparency-usa.org](http://www.transparency-usa.org) Transparency International, through its network of chapters in over 80 countries, encourages governments to implement effective anti-corruption laws and policies, promotes reform through international organizations and raises public awareness.

Determine the time anywhere in the world:  
<http://www.worldtimeserver.com/>

### TRADE LEADS

#### Global Trade & Technology Network

The Global Trade & Technology Network (GTN), a free service of USAID, assists small-and-medium-sized enterprises (SMEs) to build trade linkages, identify investment opportunities and access technologies. Through GTN's e-commerce platform, firms are able to establish international trade linkages through direct sales, joint ventures or purchases, agent/distributorships, licensing and franchise agreements. GTN services are available to firms in all industry sectors in the United States and developing countries in Africa, Asia, the Near East, Eastern Europe, Eurasia, and Latin America. Firms may be registered at no cost at <http://www.usgtn.net>

**Baltimore Export Assistance Center launches it's new website!**

**For the latest market research and events -**  
[www.buyusa.gov/baltimore](http://www.buyusa.gov/baltimore)

### New Market Research

Following is a list of U.S. Commercial Service industry reports. For the entire report(s), call the U.S. Export Assistance Center in Baltimore at (410) 962-4539.

Brazil: [Goodyear Invests US\\$80 Million in Production in Brazil](#)

Brazil: [Labeling Regulations](#)

Brazil: [Petrochemical Company Innovates with High Tech Resin](#)

Canada: [Natural Health Products Trade Mission](#)

Canada: [Protecting U.S. Exporters' Collateral in Secured Sales & Lease Transactions](#)

Colombia: [Opportunities in the Colombian Aviation Market](#)

Colombia: [The Colombian Motorcycles Market](#)

Guatemala: [Hotel and Restaurant Equipment](#)

Guatemala: [Food Processing & Packaging Equipment/ Supplies](#)

Norway: [Shipbuilding and Maritime Equipment](#)

Russia: [Food Service Equipment](#)

Russia: [Pharmaceutical Market](#)

Russia: [Trends in the Russian IT Market](#)

South Africa: [Anti-Dumping Regulations](#)

Thailand: [Oil and Gas Equipment and Machinery](#)

Vietnam: [Packaging Equipment](#)

For additional information or to answer your export inquiries, please contact the appropriate International Trade Specialist at the Baltimore U.S. Export Assistance Center:

**Anne Grey**  
Acting Director  
Environmental Technologies,  
Travel & Tourism

**Jeanne Townsend**  
Healthcare Technologies and  
Services, Pharmaceuticals, OTC

**Joseph Burton**  
Information, Communication  
& Wireless Technology

**Deborah Conrad**  
Small Business  
Administration  
Export Finance

**Mathew Woodlee**  
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Sporting Goods

**Kimberly Robinson**  
General Information